



Financial Management Objective Homework

**Student
Class #**

FRANK PEREZ

Name:

328

Academy

***I plan to accomplish the following objective
our next class on:***

INCREASE LABOR SALES

by

**Provide the relevant
composite data**

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SERVICE	7		

Action plan for achieving objective
What is the area of focus?
I NEED TO FOCUS ON MY TECHNICIANS
What is the proposed plan? How will you achieve it?
I PLANE TO HIRE TWO MORE TECHNICIANS AND HAVE A TOTAL OF 12
How will you track your progress? What measurements, KPI's? How often will you track?
I WILL TRACK THE PROGRESS BY DOING AN RO REVIEW EVERYDAY.
KPI's: WORK DISTRIBUTION, RECOMMENDED REPAIRS OR SERVICES, CREATE MAINTENANCE PCKGES.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
EMPLOYEES INVOLVED WILL BE THE TECHNICIANS AND THE SERVICE ADVISORS. THE ADVISORS WILL REQUIRE TRAINING ON HOW TO PRESENT BETTER AND HOW TO EXPLAIN THE CONTENT OF WHAT THEY ARE SELLING.
Is there a cost, or estimated cost for implementation? THE COST WILL BE THE GUARANTEE HOURS OF PRDUCTION FOR THE NEW TECHS THE FIRST WEEKS THEY ARE ADAPTING TO OUR WORK ENVIROMENT

Projected date of completion? 12/31

Jan.	Feb.	March	April	May	June
July 155,000 LABOR SALES	Aug. 167,000 LABOR SALES	Sept.	Oct.	Nov.	Dec.